

## **BOOK ENTRIES ALPHABETIZED BY AUTHOR LAST NAME**

**ADR IN BUSINESS, PRACTICE AND ISSUES ACROSS COUNTRIES AND CULTURES** (Arnold Ingen-Housz ed., 2011).

This book is a collection of essays that provide guidance in multiple areas of ADR in international business disputes. The varying essays address a wide variety of topics, from dealing with dispute resolutions in contracts to the role of ADR in securing investment. There are several essays that particularly focus on the use of hybrid ADR techniques in business dealings, and many of the authors discuss dispute resolution in other cultures.

{60} ADR—GENERAL

{75} SUBJ MATTER: COMMERCIAL

{124} COMPARISONS: CROSS-CULTURAL

**FRANCESCO AQUILAR & MAURO GALLUCCIO, PSYCHOLOGICAL AND POLITICAL STRATEGIES FOR PEACE NEGOTIATION: A COGNITIVE APPROACH** (2011).

As negotiation becomes more involved in the quest for world peace, understanding political strategies and different psychological tendencies across cultures become more important in creating an environment conducive to productive negotiations. The authors here apply cognitive behavioral principles to political disputes throughout the world to examine the negotiation process between international entities.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

{124} COMPARISONS: CROSS-CULTURAL

**DANIEL BAR-TAL, INTERGROUP CONFLICTS AND THEIR RESOLUTION: A SOCIAL PSYCHOLOGICAL PERSPECTIVE** (2011).

The book sheds light into the psyche of people involved in intergroup conflicts involving societies and ethnic groups in various parts of the world. The book discusses the processes of peace building, including conflict resolution and reconciliation, and offers a comprehensive outlook on the dynamics that characterize each stage of conflicts.

{60} ADR—GENERAL

{92} SUBJ MATTER: INT'L

**KYLE BEARDSLEY, THE MEDIATION DILEMMA** (2011).

This book considers the benefits—increased short-term peace—and costs—increased risks of relapses into conflict and long-term instability—of leverage exerted by third-party mediators of international conflicts. The author argues that to the extent that mediators exert leverage on conflicting parties in order to gain short-term peace, they sacrifice the long-term stability of a self-enforcing peace. By looking at international case studies the author suggests guidelines for determining when a mediator should exert leverage and when they should allow the parties to own the process even at the cost of short-term violence.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

**MICHAEL BENOLIEL**, *NEGOTIATION EXCELLENCE: SUCCESSFUL DEAL MAKING* (2011).

This book's goal is to teach its reader to be an effective negotiator. It begins with preparing for a negotiation and takes the reader through to the conclusion of an effective negotiation. In emphasizing the link between negotiation theory and practice, this book explains how to negotiate across cultures and the ethical concerns facing negotiators.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**MARK BINDER**, *STORIES FOR PEACE: RESOLVING CONFLICTS, HANDLING BULLIES* (2011).

The book is a collection of tales from cultures around the world that highlight how various conflicts can be solved peacefully. Each story or essay is designed to ask questions and provide possible answers to issue around bullying, war and peace.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

{155} TEACHING

**SPYROS BLAVOUKOS & DIMITRIS BOURANTONIS**, *CHAIRING MULTILATERAL NEGOTIATIONS: THE CASE OF THE UNITED NATIONS* (2011).

This book focuses on the role that the chairmanship office plays in negotiations between conflicting countries in the United Nations. It analyzes and looks in depth at the role the chairmanship office has had since its origin and how that has changed throughout its history, looking particularly at the impact the office has in multilateral negotiations.

{1} NEGOTIATION—GENERAL

{87} SUBJ MATTER: GOV'T  
{102} SUBJ MATTER: PUBLIC POLICY

**JOE BURNS, REVIVING THE STRIKE: HOW WORKING PEOPLE CAN REGAIN POWER AND TRANSFORM AMERICA (2011).**

This book challenges the prevailing approach to trade unionism in the country today and offers a fundamentally different solution to current labor crises. The book shows how collective bargaining backed by a strike capable of inflicting economic harm upon an employer is the only method for the American labor movement to break free of oppressive labor control systems.

{60} ADR—GENERAL

{95} SUBJ MATTER: LABOR—MANAGEMENT (UNION)

**PETER T. COLEMAN, THE FIVE PERCENT: FINDING SOLUTIONS TO SEEMINGLY IMPOSSIBLE CONFLICTS (2011).**

This title specifically addresses overcoming the most difficult roadblocks to conflict resolution in situations where the dispute seems intractable. Providing innovative new strategies for dealing with such disputes, the book offers a guide to ensuring success in even the most difficult negotiations.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**PATRICK J. COLLINS, NEGOTIATE TO WIN!: TALKING YOUR WAY TO WHAT YOU WANT (2011).**

This book examines strategies for negotiation, taking a look not only at the individual negotiator but also looking at how to control the negotiation environment, and looking at special tactics to put a negotiator ahead of the game. This book also addresses special circumstances that might occur, such as intercultural negotiations and impasses.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**DAVID COWAN, SUSANNA PALOMARES & DIANNE SCHILLING, CONFLICT RESOLUTION SKILLS FOR TEENS (2010).**

This book focuses on providing practical activities and resources designed to help teens develop the knowledge, skills, and techniques necessary for effective conflict resolution. Specific activities in the book cover areas such as handling confrontations, the language of conflict, coping with anger, managing moods and dealing with criticism, rules for fighting fair and exploring alternatives to conflict.

{21} MEDIATION—GENERAL  
{83} SUBJ MATTER: EDUCATION  
{155} SUBJ MATTER: TEACHING

**TOM DELREUX, THE EU AS INTERNATIONAL ENVIRONMENTAL NEGOTIATOR (2011).**

Focusing on international environmental negotiation, this book examines how the EU's internal decision-making process leads to multilateral agreements. It studies eight processes, analyzing the amount of discretion EU negotiators enjoy with the member states they represent and the impact this has on negotiation.

{1} NEGOTIATION—GENERAL  
{84} SUBJ MATTER: ENVIRONMENT  
{92} SUBJ MATTER: INT'L

**DONALD DEPAMPHILIS, MERGERS AND ACQUISITIONS BASICS: NEGOTIATION AND DEAL STRUCTURING (2011).**

Negotiations form the heart of mergers and acquisitions efforts. The book presents a summary of negotiating and deal structuring that shows readers how brokers, accountants, attorneys, tax experts, managers and investors must work together when negotiating mergers.

{1} NEGOTIATION—GENERAL  
{81} SUBJ MATTER: CORPORATE

**STEVEN DINKIN, BARBARA FILNER & LISA MAXWELL, THE EXCHANGE: A BOLD AND PROVEN APPROACH TO RESOLVING WORKPLACE CONFLICT (2011).**

Written for managers and supervisors, this book provides a four-step conflict resolution model to allow managers and supervisors to effectively preempt and prevent workplace disputes from getting explosive. The process has been adapted from a process used for more than twenty-five years at the National Conflict Resolution Standard.

{21} MEDIATION—GENERAL  
{73} SUBJ MATTER: GENERAL  
{96} SUBJ MATTER: EMPLOYMENT (NON-UNION)

**NANCY N. DUBLER & CAROL B. LIEBMAN, BIOETHICS MEDIATION: A GUIDE TO SHAPING SHARED SOLUTIONS, REVISED AND EXPANDED EDITION (2011).**

Through the use of mediation, bioethics professionals are able to help manage conflicts between families, patients, and health care providers. It acts as a guide to for professionals who deal with bioethical situations every day, including ethics consultants, palliative care providers, physicians, nurses, and other medical staff.

{21} MEDIATION—GENERAL

{89} SUBJ MATTER: HOSPITALS

{85} SUBJ MATTER: FAMILY (DOMESTIC REL.)

**NANCY ERBE, NEGOTIATION ALCHEMY: GLOBAL SKILLS THAT INSPIRE AND TRANSFORM DIVERGING WORLDS (2011).**

In this book, readers will be introduced to the power of negotiating parameters and process with all concerned in violent conflict, and diversity's potential for critically needed innovation. The book also examines negotiation specifics that facilitate such innovation, presenting several case study examples of success when using the tools and skills of integrative negotiation and facilitative mediation within multicultural process. Extended case studies are presented of negotiation, conflict resolution and peacebuilding in Cameroon, cross ethnic dialogue in the Balkans, court-mandated mediation in Nepal, and community mediation with minority communities in Ukraine.

{1} NEGOTIATION—GENERAL

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

{124} COMPARISONS: CROSS-CULTURAL

**PETER FENN, COMMERCIAL CONFLICT MANAGEMENT AND DISPUTE RESOLUTION (2011).**

This book describes various techniques designed to resolve conflicts and disputes arising from commerce generally, construction project management, construction management, and construction law. The author provides a deep understanding of each procedure, while explaining the principles and methods for conflict management, such as negotiation, risk management, mediation, and conciliation, and providing guidance for the reader for when each approach is appropriate in common situations.

{60} ADR—GENERAL

{75} SUBJ MATTER: COMMERCIAL

{80} SUBJ MATTER: CONSTRUCTION

**DWIGHT GOLANN & JAY FOLBERG, MEDIATION: THE ROLES OF ADVOCATE AND NEUTRAL (2010).**

This book focuses on integrating mediation in theory to practical skills, strategies, and real-world situations. It is written from a lawyer's perspective on mediation, usually focused on the lawyer being an agent for their client. It also discusses the public policy and ethics of mediation.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**WILLIAM B. GOULD IV, BARGAINING WITH BASEBALL: LABOR RELATIONS IN AN AGE OF PROSPEROUS TURMOIL (2011).**

This book focuses on the labor-management relationships in baseball throughout its 140-year history. It focuses, among other things, on the collective bargaining process that goes on between baseball labor and management. As Chairman of the National Labor Relations Board, the author had a key role in ending the historic baseball strike of 1994–95.

{1} NEGOTIATION — GENERAL

{95} SUBJ MATTER: LABOR — MANAGEMENT (UNION)

{107} SUBJ MATTER: SPORTS & ENTERTAINMENT

**SARA GRECO MORASSO, ARGUMENTATION IN DISPUTE MEDIATION: A REASONABLE WAY TO HANDLE CONFLICT (2011).**

The book focuses primarily on how argumentation is a critical aspect in the context of mediation. It not only highlights the real world context that argumentation plays but also how increased awareness of argumentation in mediation can foster better outcomes. The book is from the point of view of a mediator and is intended to foster a mediator's perception of argumentation during conflict.

{21} MEDIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**JOHN LANDE, LAWYERING WITH PLANNED EARLY NEGOTIATION: HOW YOU CAN GET GOOD RESULTS FOR CLIENTS AND MAKE MONEY (2011).**

The book discusses how attorneys at all sizes of firms can be more successful using Planned Early Negotiations. The strategies in the book can help attorneys become more effective negotiators, which can lead to increased revenues.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{136} ECONOMIC ADVANTAGES OF ADR

## 2012 BIBLIOGRAPHY ISSUE: BOOKS

**JOHN LAMPEN, ANSWERING THE VIOLENCE: ENCOUNTERS WITH PERPETRATORS (2011).**

This book explores the Friends—a division of the Quakers committed to non-violence and peace—practice of purposefully living among “terrorists” and violent groups. After examining objections to the practice, the author suggests that the practice is useful in building bridges that contribute to peace. Historical examples, including the conflict between European settlers and Native Americans and the Irish Situation, provide context.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

**ROY J. LEWICKI, ESSENTIALS OF NEGOTIATION (2011).**

This book is a streamlined version of the textbook, *Negotiations*, and provides commentary on a variety of issues regarding negotiation. The basic overview of negotiations overall is supplemented by examples.

{1} NEGOTIATION—GENERAL

{73} SUBJ. MATTER: GENERAL

**GRANDE LUM, THE NEGOTIATION FIELDBOOK: SIMPLE STRATEGIES TO HELP YOU NEGOTIATE EVERYTHING (2011).**

Written for everyday use, *The Negotiation Fieldbook* describes the basics to negotiation. It introduces two different models for negotiating and explains how to effectively prepare for any negotiation. Additionally, it includes quizzes to reinforce the lessons in order to teach useful and effective negotiating skills.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

**TERRENCE LYONS & GILBERT M. KHADIAGALA, CONFLICT MANAGEMENT AND AFRICAN POLITICS: RIPENESS, BARGAINING, AND MEDIATION (2011).**

This book explores the relationships between theory and practice in the processes of negotiation by focusing on how conflict resolution theory may be applied to contemporary challenges in Africa. The book includes essays by multiple authors examining how topics such as international relations in Africa and post-Cold War conflicts affect the conditions for mediation success.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

**KAREN MANNERING, NEGOTIATING (2011).**

This bullet guide explains negotiation concisely without extraneous information. The book covers basics such as building rapport, staying in control, negotiating a win-win, and understanding different strategies and tactics.

{1} NEGOTIATION—GENERAL

{73} SUBJ MATTER: GENERAL

{155} TEACHING

**MEDIATING ACROSS DIFFERENCE: OCEANIC AND ASIAN APPROACHES TO CONFLICT RESOLUTION (Morgan Brigg & Roland Bleiker eds., 2011).**

This book explores insights into conflict resolution emanating from the local traditions of Asia and Oceania. The book examines how these insights offer a range of useful ways of thinking about and dealing with differences and conflict in a globalizing world.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

{124} COMPARISONS: CROSS-CULTURAL

**MOBILE TECHNOLOGIES FOR CONFLICT MANAGEMENT: ONLINE DISPUTE RESOLUTION, GOVERNANCE, PARTICIPATION (Marta Poblet ed., 2011).**

This book presents innovative uses of mobile technologies in the areas of early warning, disaster and humanitarian relief, governance, and citizens' participation. The book brings together experts and practitioners from different fields—mobile technologies, information systems, computer sciences, online dispute resolution, law—to reflect on present experiences and to explore new areas for research on conflict management and online dispute resolution (ODR). It also reflects on the transition from present ODR to future mobile Dispute Resolution and discusses key privacy issues.

{60} ADR—GENERAL

{78} SUBJ MATTER: COMPUTER

{105} SUBJ MATTER: SCIENCE & TECHNOLOGY

**ANDREAS NIKOLOPOULOS, NEGOTIATING STRATEGICALLY: ONE VERSUS ALL (2011).**

This book provides a negotiation model emphasizing goal realization through social-power budgeting to be used in interpersonal relationships and in the workplace. It emphasizes managing personal behavior and understanding



how one's personal behavior will impact a negotiation, regardless of the situation.

{1} NEGOTIATION — GENERAL

73} SUBJ MATTER: GENERAL

{96} SUBJ MATTER: EMPLOYMENT (NON-UNION)

**DOUGLAS NOLL, ELUSIVE PEACE: HOW MODERN DIPLOMATIC STRATEGIES COULD BETTER RESOLVE WORLD CONFLICTS (2011).**

The book studies the quest for world peace, and why crucial negotiations among countries fail. The book authors that research from decision-making theory and current best practices in mediation have as much to do with the success or failure of a mediated solution to international conflicts than nations' goals to further their individual political, economic, or strategic interests.

{21} MEDIATION—GENERAL

{92} SUBJ MATTER: INT'L

**ONTARIO PRINCIPALS' COUNCIL, THE PRINCIPAL AS LEADER OF CHALLENGING CONVERSATIONS (2011).**

Many key elements of ADR serve as the foundation of this book aimed at increasing the ability of teachers and school leaders to effectively facilitate conflict resolution. The orientation of the book is toward difficult situations and potential or actual conflicts in the school setting, and offers skills-based approaches to problem solving and conflict management.

{60} ADR—GENERAL

{83} SUBJ MATTER: EDUCATION

{155} TEACHING

**M. AFZALUR RAHIM, MANAGING CONFLICT IN ORGANIZATIONS (2011).**

This book focuses on the causes of, and strategies for solving, organizational conflict. The book details the management of intrapersonal, interpersonal, intra-group, and inter-group conflict within organizations.

{60} ADR—GENERAL

{93} SUBJ MATTER: LABOR—GENERAL

**OLIVER RAMSBOTHAM, HUGH MIALL & TOM WOODHOUSE, CONTEMPORARY CONFLICT RESOLUTION: THE PREVENTION, MANAGEMENT, AND TRANSFORMATION OF DEADLY CONFLICTS. (2011).**

This is a comprehensive survey of conflict, beginning with the Civil War and moving forward through history. Examining the different ways conflict has

been handled through the years; it looks into more peaceful ways. Additionally, it describes how ADR can help to resolve conflicts without war, so that all involved can find more peaceful solutions.

{60} ADR—GENERAL

{73} SUBJ MATTER: GENERAL

{125} COMPARISONS: HISTORICAL

**THE ROLE OF COLLECTIVE BARGAINING IN THE GLOBAL ECONOMY: NEGOTIATING FOR SOCIAL JUSTICE** (Susan Hayter ed., 2011).

This book looks at the role of collective bargaining in attaining social and economic goals. It examines the positive contributions of collective bargaining in providing a balanced global economy. Instead of focusing on collective bargaining as an impediment, the volume looks at how collective bargaining and the related rights are practiced in different countries and how the practices can be reinforced through global cooperation.

{1} NEGOTIATION—GENERAL

{93} SUBJ. MATTER: LABOR—GENERAL

{92} SUBJ MATTER: INT'L

**DORA SARI & DAVID KUCERA, MEASURING PROGRESS TOWARDS THE APPLICATION OF FREEDOM OF ASSOCIATION AND COLLECTIVE BARGAINING RIGHTS: A TABULAR PRESENTATION OF THE FINDINGS OF THE ILO SUPERVISORY SYSTEM** (2011).

The authors describe the method constructed to measure freedom of association and collective bargaining rights at the country level based on the coding of issues of non-compliance as recorded in International Labour Organization textual sources. The method intends to measure progress made towards the full application of these rights solely by compiling already existing information generated by the ILO's supervisory system in such a manner that would further support countries in monitoring progress and identifying gaps and areas of improvement.

{1} NEGOTIATION—GENERAL

{87} SUBJ MATTER: GOV'T

{92} SUBJ MATTER: INT'L

{93} SUBJ MATTER: LABOR—GENERAL

**JOANNA SHAPLAND, GWEN ROBINSON, & ANGELA SORSBY, RESTORATIVE JUSTICE IN PRACTICE: EVALUATING WHAT WORKS FOR VICTIMS AND OFFENDERS.** (2011).

## 2012 BIBLIOGRAPHY ISSUE: BOOKS

This book focuses on applying restorative justice to adults in the criminal justice system. It examines the strengths and weaknesses of the restorative justice movement to determine how effective it really is. This evaluation focuses on the effect on the victims and the future of the offenders, including how often the reappear in the criminal justice system.

{21} MEDIATION—GENERAL

{82} SUBJ MATTER: CRIMINAL

**SUSAN H. SHEAROUSE**, *CONFLICT 101: A MANAGER'S GUIDE TO RESOLVING PROBLEMS SO EVERYONE CAN GET BACK TO WORK* (2011).

This book is a user-friendly guide helping readers better understand how conflict is created, how to respond to it, and how to manage it more effectively. Written from the perspective of management, this book offers readers tools to help employees work through conflicts, and ultimately generate positive result.

{60} ADR—GENERAL

{96} SUBJ MATTER: EMPLOYMENT (NON-UNION)

**FREDRIK STANTON**, *GREAT NEGOTIATIONS: AGREEMENTS THAT CHANGED THE MODERN WORLD* (2011).

This book analyzes the critical role that negotiations have played in shaping America's future as well as the world's destiny from the Revolutionary War onward. The author begins with the Republic's founding in 1789 through the 1987 Reykjavik Summit between Ronald Reagan and Mikhail Gorbachev, emphasizing the context and dynamics of a particular negotiation as well as the people involved, their personalities, connections and the roles they played in the deliberations.

{1} NEGOTIATION—GENERAL

{92} SUBJ MATTER: INT'L

{125} COMPARISONS: HISTORICAL

**KEVIN STRAUSS**, *STORY SOLUTIONS: USING TALES TO BUILD CHARACTER AND TEACH BULLY PREVENTION, DRUG PREVENTION, AND CONFLICT RESOLUTION* (2011).

This unique work, aimed at teachers and their students, lays out background information, traditional stories, and skill-building activities aimed to help student master bullying, drug prevention, self-control, and conflict resolution. The "story/activity/discussion" approach makes the task of learning and executing these critical life skills enjoyable for both students and teachers alike.

{60} ADR—GENERAL  
{83} SUBJ MATTER: EDUCATION  
{155} TEACHING

**MARK S. UMBREIT & MARILYN PETERSON ARMOUR**, *RESTORATIVE JUSTICE DIALOGUE: AN ESSENTIAL GUIDE FOR RESEARCH AND PRACTICE* (2011).

This guide provides an overview of restorative justice and its core values. The authors address the application of restorative justice to social issues worldwide using case examples and empirical research. Areas of focus include victim-offender mediation, family group conferencing, peacemaking circles, cultural considerations, and the role of the facilitator.

{21} MEDIATION—GENERAL  
{92} SUBJ MATTER: INT’L

**STEFAN WOLFF & CHRISTALLA YAKINTHO**, *CONFLICT MANAGEMENT IN DIVIDED SOCIETIES: THEORIES AND PRACTICE* (2011).

This book provides a global introduction to conflict resolution in divided societies. It addresses multiple topics, including theories regarding constitutional design, the evolution on diplomacy in the peace process, and the key actors in peace. It also contains several chapters from the perspectives of outside organizations, including the UN, EU, and AU, about how to craft solutions in divided societies.

{38} MEDIATION—GENERAL  
{92} SUBJ MATTER: INT’L